

Jerry Haney

One-Day Workshop

Sales & Sales Management Excellence



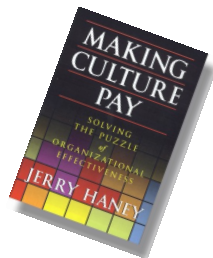
Jerry Haney has had a “Storied Career” in the field of sales and marketing leadership. He has led a number of truly remarkable organizations within two of the sales and marketing giants in contemporary American business history. Jerry’s credentials include:

- Xerox Territory Representative - Top 5% annually
- Xerox Sales Team Leader - Opened Western Kansas
- Xerox Sales Training Analyst/Trainer
- Xerox District Manager - Top District 1973
- Xerox Branch Sales Planning Manager - Top 5%
- Xerox Product Manager - 1st Color Copier
- Xerox Group Product Manager - Color
- Marion Laboratories Subsidiary President
- Marion laboratories VP Marketing
- Marion Merrell Dow VP Sales
- Marion Merrell Dow VP Sales & Marketing

Jerry's Products

- Keynote Addresses
- Half & One Day Workshops
- Full Day Seminars
- Daily Consulting
- Comprehensive Cultural Change Process Facilitation
- Executive Coaching

Keynote: \$7,500
Half Day: \$7,500
Full Day: \$10,000
Consulting: By Proposal
Book: \$29.95



Jerry's Book

Jerry spent over thirty years actually developing and using his unique model for understanding, building and rebuilding high performance organizations. Jerry has developed a half-day interactive workshop to introduce salespeople and sales managers (leaders) to the model that he used so successfully during his career in sales and marketing leadership.

During this half-day workshop, the participants will:

- Learn the characteristics of truly high performance sales people and sales organizations
- Learn that the responsibility for being outstanding lies within themselves, not their leaders
- Learn the six critical elements of highly effective workplace culture and how they apply to them as individual sales people and/or sales leaders
- Learn how these six elements must be developed individually but work together seamlessly to create the synergy that builds consistently outstanding results
- Have the opportunity to realistically assess their own or their organization’s current strengths and weaknesses within this model of sales and sales team effectiveness
- Be introduced to a proven process of personal and organizational renewal that will lead them to their full potential